

Miss Taffy Tops Pa. Holstein Sale

(Photos from the sale will appear next week.)

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Centre Co. Correspondent
STATE COLLEGE (Centre Co.)— In spite of snowy weather, a large crowd came to bid at the Pennsylvania Holstein Association's Showcase and Supreme Creations Sale at the Penn State Ag Arena last Saturday.

Auctioneers Bill Kent and Mike Weimer sold 45 cows for an average of \$2,529; 34 bred heifers averaged \$1,685, 56 calves averaged \$1,932, and seven embryo choices averaged \$3,543. The total sale was 142 head for an average of \$2,141.

Miss Tato Royalty Taffy, a two-year-old Lekker Valiant Royalty

daughter milking 106 pounds a day 116 days into her first lactation, topped the Showcase Sale at \$10,000. Consigned by the Tato Syndicate (Mike Weimer, Nelson Gardner, Jay Howes, and Mexico Independent Inc.), Taffy was purchased by the Taffy Syndicate, represented by Lester Poust of Muncy.

Taffy is out of a VG-86 Long-Haven Mars Tony daughter with records to 22,857M 3.6% 818F 3.2% 739P. Her VG-86 Monitor grandam produced 44,055M 1576F.

High seller in the Supreme Creations Calf Sale was Russelldale Mark Royal-ET, an October 1989

Walkway Chief Mark daughter. Ray Bicksler, Richland, sold her to William and Carolyn Pettit of Vincetown, NY, for \$7,200. The dam is a VG Rotate with PTA +1435M +74F +46P +\$228CY. Both the Rotate dam and the Bell grandam have 4.0% fat tests and 3.3% protein or better.

Sold for \$6,000, Howcrest Mark Shannon was the second highest showcase seller. This VG-87 Walkway Chief Mark is make a first record of 2-8 243D 18,249M 3.9% 703F 3.4% 615P Inc. Out of a VG-87 Elevation dam with 24,770M 891F 802P, she was consigned by John and Susan Howard of Willow Street and purchased by the Keystone

Farms of Easton.

Second high calf seller was a November '89 Blackstar X Bell calf consigned by the Nittany Lion Syndicate (Mike Weimer, Ken Raney, and Bill Nichol). Andrew Stoltzfus, Morgantown, purchased Fidelity Black Star Lady-ET for \$6,100.

Of the seven embryo choices offered, the highest sold was a Blackstar female due in October out of a VG-86 Mark from Londondale Farm in Punxsutawney. The dam made a two-year-old record of 365D 29,936M 3.6% 1068F 3.0% 910P. The buyer was Jerry Martin of Hilmar, CA, who paid \$6,600.

The Pennsylvania Junior Holstein Association held its 10th annual calf raffle at the sale to raise money for its activities. Jim Garner, Millville, was the winner of the first prize, for which he chose to receive \$1,000 cash instead of the calf. Lester Poust bought the calf, which was a March '89 Steady from Yules Pride Farm, Millville, for \$1,900. Second prize, \$250, went to Rob Hinton, Martinsburg. Ken Smith, Thomsontown, won the \$100 third prize.

Horace Backus read the pedigrees for the sale, and the ringmen were Ray Anthony, Howard Hammond, Jeff Harding, Jay Howes, Steve Massey, and Bill Nichol. Ken Raney clerked the sale, and Brian Sharka was the barn crew superintendent.

More of the top sellers were:

Showcase Sale
 Miss Tato Royalty Taffy - \$10,000
 Buyer - Taffy Syndicate
 Seller - Tato Syndicate
 Howcrest Mark Shannon - \$6,000
 Buyer - Keystone Farm
 Seller - John & Susan Howard
 Keystone Levi Gale - \$5,300
 Buyer - Maplelane Manor Farm & Jim Repard, Apulia Station, NY
 Seller - Keystone Farm, Easton

Laureate Al Cinda - \$4,500
 Buyer - Paul Courter, Mill Hill
 Seller - David Myers, Summerhill
 Ray-Anthony Astro Raquel - \$3,100
 Buyer - Carl Martin, Ephrata
 Seller - Ray Anthony, Ford City
 Maplesrow Astro Rita - \$3,100
 Buyer - Ray Haupt, Eldaro, IO
 Seller - Robt. & Barbara Freyermuth, Meadville
 Burket Falls Enhancer Maycee - \$3,100
 Buyer - Wm. McKay, Meridian, ID
 Seller - Burket Falls Farms, East Freedom
 Interger - II Secret Ronna-ET - \$3,000
 Buyer - Meadow Wood Farm, Lebanon
 Seller - P&S Holsteins, Kennedyville, MD
 Pasen Mark Ronda - \$3,000
 Buyer - Hillmont Farm, Berlin
 Seller - Mark Marteeny, Somerset
 El-Dor Inspiration Lucky - \$3,000
 Buyer - Paul Courter, Mill Hill
 Seller - Richard Crider, Chambersburg
 Mahoning-Acres Princess Mark - \$2,900
 Buyer - James Repard, Holcomb, NY
 Seller - Neil & Michele Stewart
 Breck-A-De Sexation Bell - \$2,900
 Buyer - Carl Martin, Ephrata
 Seller - Breck-A-De Farm, Oxford
 Hinch-Smith Stewart Reno - \$2,900
 Buyer - Sarah Howell, Englewood, TN
 Seller - C John Carey, Titusville
Supreme Creations Sale
 Russelldale Mark Royal-ET - \$7,200
 Buyer - Wm & Carolyn Pettit, Vincetown, NY
 Seller - Ray Bicksler, Richland
 Fidelity Black Star Lady-ET - \$6,100
 Buyer - Andrew Stoltzfus, Morgantown
 Seller - Nittany Lion Syndicate, Penna Furnace, Pa
 Fountain-Farm Trifecta Mars - \$5,500
 Buyer - Diane England, Williamsburg
 Seller - Harry & Ailene Thompson, Carlisle
 Bella-Estancia Melody-E - \$5,200
 Buyer - Walter Siemers, Cleveland, WI
 Seller - Ray Anthony, Meadville
 Plum-Line Starbuck Donnas Doe - \$4,100
 Buyer - Wm. Jason Robertson, Englewood, TN
 Seller - John Carey, Titusville
 Campbell-Run Mt Lisa - \$4,000
 Buyer - Fred Strouse, Centre Hall
 Seller - Campbell-Run Farms, Ford City
 Antrim-Spring Inspir Reina-ET - \$3,900
 Buyer - Douglas & Debra Hillegrass, Berlin
 Seller - Antrim Spring Farms, Chambersburg
 Bella-Estancia Aimee-ET - \$3,500
 Buyer - Michael Hoover, Tyrone
 Seller - Bella Estancia Holsteins, Zionsville, IN
 Tamarack-View Iroc Julie - \$3,300
 Buyer - Stacy, Heather, Heath & Kristina Pennick, Orland, IN
 Seller - Mark Campbell & Alex Claypoole, Ford City
 Longacres B-Star Maureen-ET
 Buyer - Jerry Martin, Hilmar, CA
 Seller - Mark Longacre, Susquehanna

Ag Lenders Learn To Better Serve

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 — It's not just for bankers anymore.

In less than two weeks, agricultural lenders from around the state are to meet at State College for an ag seminar for bankers. But, according to officials, others are encouraged to attend.

Kenneth Overly, an assistant vice president for ag sales at Blue Ball National Bank in Blue Ball, Lancaster County, said the tone of the seminar is changed from the more technical banking aspects to a review of possible economic effects on agriculture by a number of about-to-happen events.

It's scheduled for all-day April 25 and 26 at Penn State University's J.O. Keller Conference Center.

According to Overly, attorneys and accountants and others who deal in some manner with agriculture should attend in order to learn the latest developments in sensitive issues and hear projected trends by officials and experts whose job it is to monitor and affect the issues.

Sponsored jointly by the Pennsylvania Bankers Association and Penn State University, about 20 annual seminars, normally more technical and reactive, have already been held.

And although the format has been opened up to a more diversified interest this year, Overly said it is especially important for those who deal financially with farmers to attend.

"Agriculture is in a radical change," Overly wrote in a letter he sent to fellow bankers. "It is

now a business, not a way of life. Your farm client's top priorities existing today are excellent farm management and record keeping skills, an adequate cash flow to pay farm debt, and a profit to continue in business.

"Today there looms a (number of) major problems that your farm clients need to take seriously:

- "How do they manage their animal and chemical waste on the farm without polluting the water supply?"

- "How do they handle and treat their farm animals?"

- "What happens if the Department of Environmental Resources cites one of them for pollution of a stream or improper use of chemicals?"

- "In the international trade arena, what impact can we expect on farm prices regarding the General Agreement of Tariff and Trade (GATT) negotiations with Eastern Europe, the Soviet Union and the Pacific Rim Nations?"

"As an agricultural lender, it's evident these environmental and trade issue can affect the net worth and cash flow of your farm clients," Overly wrote. "This conference will give you vital information to help minimize their losses in this radically changing era."

Topics to be covered during the two-day seminar include economic impacts of bovine somatotropin (BST) in the dairy industry, a review of pending legislation and the possible direction and influences of political power both in Harrisburg and Washington D.C., possible economic impacts of animal rights activists, environmental concerns of the 1990s, and a

review of ongoing negotiations of the GATT and possible results.

Last on the agenda is a series of predictions of what will most likely happen with the economy, dairy industry, and with the livestock and grain and poultry and egg production industries.

According to Overly, the role of the agriculture lender has taken on additional responsibilities in recent years.

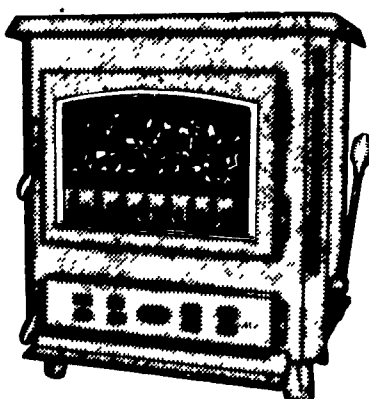
"These new issues and laws can really hurt cash flows, if you're not watching," he said.

Because of the significant loss of farmland in the last decade, the tenuous balance of supply and demand for ag products, and the desire to preserve farming, "We have to, as bankers, make our farmers aware of these issues," Overly said.

The total cost of the seminar is \$90. For more information, or to attend, call (814) 865-7656.

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